

Message Text

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ACTION EUR-06

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E.O. 11652: N/A

TAGS: BFOL, GW

SUBJECT: WTDR - HERMANN BEHRENDT, BUCHANDLUNG UND
ANTIQUARIAT

REF: USDOC 12118

1. ADDRESS: 5A AM HOF; POSTFACH 341; D-5300 BONN;
CABLE: NONE; TELEX: NONE; PHONE: 02221-633815 AND
0221-653333; THEODOR HERBERT, MANAGER.

2. FIRM WAS ESTABLISHED IN 1872, EMPLOYS 50, PLUS 2
SALESMEN, AND REPORTS AN ANNUAL SALES VOLUME OF DM
4.0 MILLION. FIRM IS A FAIRLY LARGE RETAILER, IMPORTER
AND EXPORTER OF NEW AND SECOND-HAND BOOKS AND MAGAZINES,
ESPECIALLY SCIENTIFIC, ALSO OF MAPS. SALES TERRITORY
IS WORLDWIDE; BUSINESS CORRESPONDENCE MAY BE
CONDUCTED IN ENGLISH.

3. FINANCIAL REFERENCE: DEUTSCHE BANK AG, BONN. TRADE
REFERENCES: SPRINGER-VERLAG, BERLIN AND NEW YORK; GEORG
THIEME VERLAG, STUTTGART AND NEW YORK; WALTER DE GRUYTER
VERLAG, BERLIN. ACADEMIC PRESS, MCGRAWHILL, AND WILEY,
ALL IN NEW YORK, N.Y.

4. MAJOR FOREIGN FIRMS REPRESENTED: NONE.

5. THIS WELL REPUTED BOOK SELLING FIRM IS OWNED BY MR.
MANFRED HERBERT. THE BANK REFERENCE REPORTS THAT IT
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HAS EXCELLENT BUSINESS CONTACTS WITH THE FIRM WHICH

ENJOYS A VERY GOOD REPUTATION WITHIN THE BUSINESS
COMMUNITY. ITS SALES VOLUME IS REPORTED TO BE CONSIDERABLE.
THE FIRM'S BORROWINGS ARE REPAID ON A CURRENT BASIS AND
NOTHING DETRIMENTAL IS KNOWN REGARDING THE FIRM'S
BUSINESS CONDUCT. THE FIRM WILL NOT ENTER INTO ANY
OBLIGATIONS WHICH IT CANNOT FULFILL, THE BANK SOURCE
REPORTS. ON THE BASIS OF THE ABOVE COMMENTS SUBJECT
FIRM MAY BE RECOMMENDED AS A GOOD BUSINESS CONNECTION
FOR U.S. FIRMS.

6. DATE OF INFO: 9/74

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